



CANNON BUILDING  
861 SILVER LAKE BLVD., SUITE 203  
DOVER, DELAWARE 19904-2467

STATE OF DELAWARE  
**DEPARTMENT OF STATE**

DIVISION OF PROFESSIONAL REGULATION

TELEPHONE: (302) 744-4500  
FAX: (302) 739-2711  
WEBSITE: WWW.DPR.DELAWARE.GOV

<b>PUBLIC MEETING MINUTES:</b>	<b>DELAWARE REAL ESTATE COMMISSION</b>
<b>MEETING DATE AND TIME:</b>	<b>Thursday, August 11, 2011 at 9:00 a.m.</b>
<b>PLACE:</b>	861 Silver Lake Boulevard, Dover, Delaware <b>Conference Room A</b> , second floor of the Cannon Building
<b>MINUTES APPROVED:</b>	September 8, 2011

**MEMBERS PRESENT**

Andrew Staton, Professional Member, Chairman  
Michael Harrington, Sr., Professional Member, Secretary  
James C. Brannon, Jr., Public Member  
Gilbert Emory, Public Member  
Denise R. Stokes, Public Member  
Patricia O'Brien, Public Member  
Ricky H. Allamong, Professional Member  
Vincent M. White, Professional Member

**DIVISION STAFF/ DEPUTY ATTORNEY GENERAL**

Eileen Heeney, Deputy Attorney General  
Gayle Melvin, Administrative Specialist III  
Jessica Williams, Administrative Specialist II

**MEMBER ABSENT**

Christopher J. Whitfield, Professional Member, Vice Chairman

**ALSO PRESENT**

Tim Riale

**CALL TO ORDER**

Mr. Staton called the meeting to order at 9:00 a.m.

## **REVIEW OF MINUTES**

A motion was made by Mr. Allamong, seconded by Mr. Harrington to approve the minutes of the meeting held on July 14, 2011. The motion passed unanimously.

## **OLD BUSINESS**

### Discussion: Annual Seminar

A discussion was held regarding the annual seminar. The flyer advertising the seminar has been emailed to licensees. To date, 50 people have registered to attend.

### Sign Final Order from Rule to Show Cause Hearing Held for Thomas J. Cooper

Commission members signed the final order from the rule to show cause hearing held for Thomas J. Cooper.

### Sign Final Order from Proposal to Deny of License Hearing Held for David Della Porta

Commission members signed the final order from the proposal to deny of license hearing held for David Della Porta.

### Discussion: Reciprocity with Maryland for Continuing Education

Mr. Harrington reported that he has not yet gotten a response from the Maryland Real Estate Commission. Mr. Allamong gave Mr. Harrington contact information for the Executive Director.

## **NEW BUSINESS**

### Applications for Licensure

A motion was made by Ms. Stokes, seconded by Ms. O'Brien to ratify the following new salesperson applicants as presented:

Dionne Edwards, Innovations Realty Solutions, Newark, DE  
Nikki Lane, Patterson Price Real Estate, Newark, DE  
Carrie Schell, Prudential Fox & Roach, Hockessin, DE  
Kerry Clark, Coldwell Banker Preferred, Wilmington, DE  
Zi Zhou, Keller Williams, Christiana, DE  
Stacey Horowitz, Prudential Fox & Roach, Wilmington, DE  
Robert Barnhardt, Sr., Long & Foster, Rehoboth Beach, DE  
Randall Episcopo, Referral Realty, Wilmington, DE  
Kevin Decker, Condominium Realty, Ocean City, MD  
Subrahmanya Danthuluri, Keller Williams, Christiana, DE  
Tracye Berry-Williams, Keller Williams Realty Central Delaware, Dover, DE  
Antonio Fusca, Weichert Realtors, Wilmington, DE  
Robert Foster, Realty Mark First State, Newark, DE  
Sean Kilroy, Long & Foster, Ocean City, MD

The motion passed unanimously.

The application of Shannon Dilorio for a non-resident broker's license was reviewed. A motion was made by Ms. Stokes, seconded by Ms. O'Brien to approve this application. The motion passed unanimously.

#### New Offices

The application of Coastal Delaware Real Estate Services for a new office was reviewed. A motion was made by Mr. White, seconded by Mr. Brannon to approve this office pending receipt of pictures or a diagram showing the separate entrance into the office. The motion passed unanimously.

The application of Prudential Gallo for a new office was reviewed. A motion was made by Mr. Harrington, seconded by Ms. Stokes to approve this office. The motion passed by majority vote. Mr. Allamong and Mr. Staton abstained from the vote.

The application of Cyntellex Properties for a new office was reviewed. A motion was made by Mr. Allamong, seconded by Mr. Harrington to approve this office. The motion passed unanimously.

#### Reinstatement of License

The application of Sandra Conner for reinstatement of a resident salesperson's license was reviewed. A motion was made by Mr. Allamong, seconded by Ms. Stokes to approve Ms. Conner for reinstatement pending passing the state portion of the exam. Ms. Conner cannot use the continuing education submitted for reinstatement for the 2012 renewal and her record will be flagged for audit for the 2012 renewal. The motion passed unanimously.

The application of Elaine Ticknor for reinstatement of a resident salesperson's license was reviewed. A motion was made by Ms. Stokes, seconded by Ms. O'Brien to approve Ms. Ticknor for reinstatement pending passing the state portion of the exam. Ms. Ticknor cannot use the continuing education submitted for reinstatement for the 2012 renewal and her record will be flagged for audit for the 2012 renewal. The motion passed unanimously.

#### Status of Complaints

Complaint No. 02-14-10 – Closed  
Complaint No. 02-16-10 – Referred to the Attorney General's Office  
Complaint No. 02-24-10 – Dismissed by the Attorney General's Office  
Complaint No. 02-27-10 – Dismissed by the Attorney General's Office  
Complaint No. 02-38-10 – Closed  
Complaint No. 02-01-11 – Referred to the Attorney General's Office  
Complaint No. 02-02-11 – Referred to the Attorney General's Office  
Complaint No. 02-10-11 – Assigned to Mr. Whitfield  
Complaint No. 02-11-11 – Assigned to Mr. Staton  
Complaint No. 02-25-10 – Closed

#### Education Committee Report

Mr. Riale reported that the Education Committee had started discussing reciprocity between Delaware and Maryland regarding continuing education. He will forward contact information to Mr. Harrington.

Mr. Riale reviewed the courses and the instructors that were denied or tabled at the August 4, 2011 meeting.

Mr. Riale also reported on revising the pre-licensing course. Ms. Kalvinsky had presented to the Education Committee her ideas regarding the course. She believes that the number of hours for the real estate sales portion can be decreased to from 36 to 33 and the real estate law portion can be increased from 33 to 36. Ms. Kalvinsky thinks that it is imperative to teach the students using practical applications as well as the text. The Committee is going to contact approved instructors for the math and law portions of the course to see if they can draft a proposal similar to Ms. Kalvinsky's.

**Recommendation to Approve and Deny Course Providers, Instructor Applications and Student Requests as Noted**

A motion was made by Mr. White, seconded by Mr. Brannon to approve and deny course providers, instructor applications and student requests as noted in the minutes of the August 4, 2011 meeting of the Real Estate Education Committee. The motion passed unanimously.

**ARELLO 2011 Annual Conference – September 28-October 1, 2011**

The ARELLO 2011 Annual Conference will be held on September 28 to October 1, 2011. Mr. Allamong, Mr. Staton and Mr. White indicated that they would be interested in attending. Ms. Melvin will request approval from Mr. Collins.

**Review of Consent Agreement for Case No. 02-10-09 Against James F. Barone**

The consent agreement for Case No. 02-10-09 against James F. Barone was reviewed by Commission members. A motion was made by Mr. Allamong, seconded by Mr. Harrington to approve the consent agreement and request that Ms. Heeney contact the Investigative Office to see if there are any pending complaints against the broker of record. The motion passed unanimously.

**OTHER BUSINESS BEFORE THE COMMISSION** (for discussion only)

There was no other business before the Commission.

**PUBLIC COMMENT**

There was no public comment at this meeting.

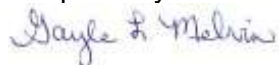
**NEXT SCHEDULED MEETING**

The next meeting will be held on Thursday, September 8, 2011 at 1:00 p.m. The annual seminar will be held from 9:00 a.m. to 12:00 noon.

**ADJOURNMENT**

A motion was made by Mr. Brannon, seconded by Mr. Allamong to adjourn the meeting. The motion passed unanimously. The meeting adjourned at 9:40 a.m.

Respectfully submitted,



Gayle L. Melvin  
Administrative Specialist III